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UNITED NATIONS CONFERENCE ON TRADE AND DEVELOPMENT

ASSESSMENT OF TRADE IN SERVICES OF DEVELOPING COUNTRIES: SUMMARY OF FINDINGS

Background note by the UNCTAD secretariat

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Introduction

1. As recognized at UNCTAD IX, the ability of developing countries to integrate successfully into the global trading system will depend on their increasing their participation in world trade in services. This will in turn depend on their ability to strengthen their capacity to produce internationally competitive services and on the extent of liberalization in the service sectors of export interest to them. In "A Partnership for Growth and Development" (TD/378/rev.1), refocused UNCTAD's work programme on services to concentrate, *inter alia*, on:

(a) Enabling developing countries to identify impediments to trading success, including barriers to export expansion and diversification (para. 91(i));

(b) Assisting developing countries in strengthening their capacities in the services sector, as well as in identifying export opportunities by undertaking directly related sectoral analysis (para. 91 (ii));

(c) Assisting developing countries in accessing data on trade in services (para 97 (ii);

(d) Supporting the formulation of national policies promoting services infrastructure for development and trade efficiency (para. 97 (iii));

(e) Improving the general understanding of trends and changes in flows of foreign direct investment (FDI) and related policies, the interrelationships between FDI, trade, technology and development, and issues related to transnational corporations (para. 89(a)).

2. The above-mentioned work programme has been implemented by different divisions of UNCTAD through analytical studies (see annex), statistical work, the development of a database on measures affecting trade in services (MAST) and technical assistance activities, in particular the Coordinated African Programme of Assistance in Services (CAPAS). Since the ninth Conference was held in Midrand, expert meetings have been held on among other topics, health services, tourism, environmental services, and air transport services. Expert meetings have also been held on the legal and regulatory aspects of electronic commerce and on the sharing of experiences on electronic commerce among small and medium-sized enterprises (SMEs). Work has also been carried out on audiovisual, construction, multimodal and maritime transport, financial services and accountancy. Issues related to competition policy have also been studied.

3. The Commission on Trade in Goods and Services, and Commodities, which supervises the work relating to trade in services at its third session, mandated UNCTAD, *inter alia*, to prepare jointly with the World Trade Organization (WTO) an assessment of the impact on developing countries of liberalization under the General Agreement on Trade in Services (GATS). Following consultations with

the WTO secretariat, it was decided that UNCTAD would await the background document on this assessment, which would be prepared by the WTO secretariat, and on the basis of which UNCTAD could further examine the particular interests of developing countries, particularly those related to the objectives of GATS article IV, as stipulated in article XIX.3. In the meantime, UNCTAD is prepared to provide elements and findings from its ongoing work to complement the work already undertaken by the WTO secretariat. The sectoral work undertaken by UNCTAD contains a wealth of sector-specific data and analysis relevant to the objectives of increasing the participation of developing countries in international trade in services and formulating guidelines for a future round of negotiations on services.

4. UNCTAD and WTO have already undertaken joint work in a number of areas, including a joint study entitled "Market access: developments since the Uruguay Round, implications, opportunities and challenges, in particular for the developing countries and the least developed among them, in the context of globalization and liberalization", (E/1998/55) for the Economic and Social Council in 1998, which included a chapter on services. This chapter identified the movement of natural persons as the mode of supply in which most substantial restrictions are imposed, and economic needs tests as a major barrier to the expansion of service exports of developing countries. A joint study was entitled "Strengthening the participation of developing countries in world trade and the multilateral trading system" was carried out in 1996, which included sections on improving market access in commercial services and improving the domestic supply response.

A. Role of services in the economies of developing countries

5. The material prepared by the WTO secretariat has emphasized the lack of internationally comparable statistics on services. UNCTAD has been working in close coordination with WTO and with other members of the Inter-Agency Task Force of Statistics on International Trade in Services in the preparation of the Manual on Statistics of International Trade in Services. In this effort, UNCTAD's input addresses the conceptual and measurement problems of the statistical treatment of trade flow in services, related to the movement of natural persons, and is included as an annex to the manual. The terms of reference for this work were prepared in close consultation with WTO staff.

6. Nevertheless, sectoral studies by WTO and UNCTAD indicate that in specific sectors, such as tourism and air transport, extremely detailed sectoral statistics do exist. An overview of statistics on services indicates the limitations of global data on trade in services, for the purposes of comparison; the contribution of services to the growth and transformation of developing countries, and the important role of services in employment creation. They also show that:

(a) Balance-of-payments statistics relate mainly to the cross-border mode of supply;

(b) Most developing countries have a deficit in trade in services, except in the areas of tourism and travel and worker remittances;

(c) For some developing countries, growth in imports of services is more important than growth in exports, as they depend to some extent on imports of professional and technical services;

(d) Since the adoption of GATS, developing countries' share of world service exports has increased by a small percentage i.e. 6 per cent, thanks to the export competitiveness of Asian developing countries.

(e) Developed countries account for three-quarters of world exports of services and most of the top 20 exporters are from developed countries; and

(f) There is no empirical evidence to link any significant increase in FDI flows to developing countries with the conclusion of GATS.

7. Given the paucity of desegregated data, any assessment of trade in services has to be based primarily on a qualitative analysis. The GATS commitments provide a substantial foundation for future efforts to liberalize international trade in services, providing unprecedented information on impediments.

8. Developing countries have made substantial commitments under GATS with respect to many service industries, often binding recently adopted legislation or pre-committing future policies without having had much experience in their implementation, and have undertaken a higher share of full bindings under the cross-border and commercial-presence modes of supply. In contrast, they have not received concessions of any meaningful economic value under the movement-of-natural persons mode of supply.

Services and contribution to Long-term economic development

9. Services reinforce economic efficiency, and the development of producer services is particularly important in this regard. Infrastructural services particularly telecommunications, financial and transport services make an important contribution to the competitiveness of goods and services exports. We should not ignore the social dimension of services and the link between certain basic service sectors (Infrastructural services as well as health and education) and sustainable development and public welfare. Services also make a significant contribution to employment creation in developing countries.

10. Unfortunately, there is a lack of awareness in many developing countries about the key role of services in development, and this leads to a lack of coherence in their policies. This lack of coherence may in turn, deter potential investors and impede trade despite the absence of impediments to market access.

11. Some developing countries have been successful in increasing their exports of services by building on various elements of their comparative advantage. In fact, for many developing countries, the export of services is their only means of diversification, and the only way they can move away from excessive dependence on export of primary commodities.

B. Sectoral analysis

12. UNCTAD's sectoral analysis and the outcomes of the sessions of the Commission on Trade in Goods and Services, and Commodities and of the expert meetings convened by the Commission demonstrate that there are niche opportunities for the expansion of trade in six sectors in which developing countries have an apparent or potential comparative advantage, particularly through the movement of natural persons. These sectors are professional and business services (such as computer and office services), health services, tourism, construction, audiovisual services and transport. However, niche opportunities change rapidly, driven in part by technological change and this requires a capacity to adapt promptly and rapidly to new market circumstances. The expert meetings revealed that several characteristics of these service sectors are probably shared with many other sectors.

(i) Supply Constraints

13. Most developing countries face major supply constraints and do not satisfy the preconditions for building a competitive service sector. These preconditions are particularly important in ensuring that liberalization makes a positive contribution to the achievement of their social, developmental and environmental goals, as UNCTAD's national studies, particularly those undertaken within the CAPAS programme, have demonstrated. These preconditions include:

(a) Human resource development and technological capacity-building to ensure that professional and quality standards are met;

(b) Upgrading of the telecommunications infrastructure;

(c) A coherent pro-competitive regulatory framework for goods and services and trade and investment, which should include incentives to enhance the competitiveness of service firms;

(d) A national strategy for the export of services, to raise the profile of service industries and exports within the country so that everyone understands how vital they are to economic development;

(e) Government support to help service firms, particularly SMEs, to improve the quality of the services they provide as well as to access new technologies and management techniques;

(f) The establishment of service industry associations to introduce or reinforce codes of conduct for professionals, to put their members in touch with potential partners in target markets, and to voice the needs of the service industry they represent;

(g) An increase in the financial capacity of service firms;

(h) Promotion of their exports;

(i) A higher profile for telecommunication and information technologies to promote the export of labour-intensive services through the cross-border mode of supply;

(j) The use of new business techniques, such as the creation of alliances and consortia and networking;

(k) A presence in major markets;

(l) The capacity to exploit the opportunities offered by regional markets;

(m) The ability to offer a package of services; and

(n) The use of the knowledge and capacity built up in manufacturing and agricultural sectors to export service-related activities and to offer an integrated package of goods and services.

(ii) Interdependence of modes of supply

14. Sectoral studies demonstrate that all four modes of supply - cross-border, consumption abroad, commercial presence and movement of natural persons - are relevant for trade in services in any given sector and trade through one mode often leads to increased trade through other modes. Indeed, the interdependence of modes of supply requires that modes be utilized in combination to access markets effectively. To do this requires the liberalization of all factors of production (labour, capital, information and technology). The modal approach has created a flexible framework for liberalization under GATS, in that it allows countries to move further in liberalizing in one mode (e.g. commercial presence), than in others (e.g. cross- border or movement of natural persons). It also allows them to make trade-offs between different modes of supply. UNCTAD's work has given particular emphasis to the cross-border mode of supply, in view of the opportunities offered by electronic commerce for the supply of long-distance labour-intensive services, and to the movement of natural persons, since developing countries have a comparative advantage in labour-intensive services, which can be traded through either of these modes.

15. It is increasingly difficult for developing countries to supply services through the movement-of-natural-persons mode given the important barriers to market access and national treatment. Information technology has created major new opportunities for developing countries in long-distance service exports (if the necessary hardware and software, telecommunications infrastructure and financial and human resources are available). As electronic commerce involves the cross-border mode of supply, developing countries have greater opportunities to export services through information technology networks without moving natural persons and without undertaking heavy investment to establish a commercial presence this investment is another major constraint on the exports of developing countries.

(iii) Movement of natural persons

16. The lack of commercially meaningful commitments (except on intra-corporate transferees) on the movement of natural persons, which is essential for the supply of a service by developing countries, has been highlighted in all the sectoral papers produced by UNCTAD as well as in the discussions at the

sessions of the Commission and expert meetings. This lack of access creates a major imbalance in trade. Barriers to this mode relate to the horizontal nature of the commitments (limiting access to intra-corporate transferees), strict and discretionary visa and licensing requirements, lack of recognition of qualifications and economic needs tests.[1] Transparency with respect to measures affecting the movement of natural persons is critical for increasing the participation of developing countries in international trade in services.

17. These barriers prevent technicians and businesspersons from developing countries' from participating in a variety of activities that are essential to the penetration of world markets for services. Owing to their discretionary nature (especially where criteria are not clearly specified), economic needs tests represent a major barrier to trade in services, particularly with respect to the movement of natural persons, and are a source of considerable uncertainty as to the level of a country's commitment under market access. A commitment made subject to an economic needs test provides no guarantee of access. Reducing the scope of these tests and scheduling specific criteria for their application and their eventual removal, particularly with respect to clearly identifiable categories of professions, will be central to future efforts to liberalize trade in services and to increase the participation of developing countries in it. The movement of service providers could also be facilitated by the use of "GATS visas" that would allow them to move in and out of markets for the purposes of business development and service delivery without time-consuming visa requirements or the need to have been invited.

(iv) Other critical barriers to market access

18. A number of other barriers faced by service suppliers from developing countries have been identified in UNCTAD's sectoral analysis. They are:

(a) Prohibition of foreign access to service markets reserved for domestic suppliers: nationality, residency or visa requirements can prohibit or limit the movement of natural persons;

(b) Price-based measures: entry and exit taxes and visa fees for the movement of natural persons; discriminatory airline landing fees and port taxes, licensing fees; tariffs on goods in which services are embodied or for goods that are necessary inputs in the production of services (e.g. computer software on disk, computers, telecommunications equipment);

(c) Subsidies granted in developed countries (e.g. for construction, communications, transport, health, or education), including for high-technology sectors, as well as

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[1] See UNCTAD, "Information on the temporary migration regime in force in selected developed countries" (UNCTAD/SDD/SER/7) and "Harmonization and recognition of professional qualifications" (UNCTAD/SDD/SER/2).

horizontal subsidies and investment incentives that can have a trade-distortive impact on exports from developing countries. While financial constraints generally place service suppliers from developing countries at a disadvantage, enterprises from developed countries enterprises benefit from financial support from their Governments: for example, trade flows in construction services are affected by heavy government subsidies to export enterprises, tied aid, external financing packages and so on;

(d) Technical standards and licensing: in certain professional business services, the licensing of financial services and standard-setting have been used to restrict entry into the industry. Mutual recognition agreements are particularly important in facilitating trade. Non-participation in such agreements can result in effective exclusion from markets. Complex environmental and safety regulations, standardization and registration procedures all act as important deterrents to participation in the construction sector. The problem is compounded in some countries when these procedures vary from one state or region to another;

(e) Discriminatory access to information channels and distribution networks: for example, suppliers of the telecommunications network may discriminate by excluding certain users, charging higher fees or imposing restrictions on attaching equipment. In the air transport sector, discrimination in the availability and cost of ancillary services may reduce the competitiveness of an airline; slot allocations and the prohibitive cost of owning a slot in major airports, as well as access to computer reservation systems (CRS) and global distribution system (GDS) could also be used to exclude potential service suppliers, as could limitations on advertising and marketing;

(f) Lack of transparency in government measures (e.g. immigration legislation and procedures) the practices of mega firms are another major barrier to market access for developing countries;

(g) The growing importance of financing in winning projects in export markets and the difficulties developing countries face in trying to tap international financial markets; and

(h) Lack of access to government procurement orders and buy national preferences (e.g. in construction services).

C. Competition- related issues

19. Many markets for services are dominated by relatively few large firms from developed countries and a number of small players. This tends to lead in most service sectors to a position where the larger operators face little effective competition because the size of the next tier of competitors is so small.

(For example, in tourism, 80 per cent of the market belongs to Thomson, Airtours, First Choice and Thomas Cook). Service providers from developing countries most of whom are SMEs, face competition from large service multinationals with massive financial strength, access to the latest technology, worldwide networks and a sophisticated information technology infrastructure.

20. This high degree of concentration is often a consequence of the enormous volume of capital and the complex networks of interdependent organizations needed to maintain technological advantage, to exploit several products simultaneously and to maintain economies of scale. For example, in advertising, auditing and management consulting, relations with customers are established on a worldwide basis, making it difficult for enterprises from developing countries to gain access to world markets.

21. The trend in mergers and acquisitions and strategic alliances has exacerbated this situation. UNCTAD's studies on health, tourism, air transport and construction have highlighted the possible anti-competitive impact of these new business technique . For example, vertical integration between tour operators and travel agents creates considerable market power that puts competitors at a disadvantage.

22. Customer demand is resulting in the "bundling" of complementary services through various forms of strategic alliance. In addition, customer demand for quality assurance and predictability has led to an increase in various forms of integrated global delivery network such as franchise chains, multi-site management companies (e.g. in managed health care), computer reservations systems and global distribution systems.

23. A number of key competition issues also are raised by the manner in which distribution channels and information networks for several services are structured. For example, in tourism and air transport the strategic global alliances and global distribution systems have restricted competition and have served as major barriers to market entry by developing countries. There have been significant problems with display bias on CRS and GDS screens, the global branding of flights create consumer loyalty, and the tying-up of hub airports. The barriers to access have been identified in the paper entitled "ways of enhancing access to and use of information networks and distribution channels", (TD/B/CN.4/42).

24. Network affiliation can provide firms from developing countries with an international reputation, the benefits of research and development, and the possibility of moving more rapidly towards higher value-added products, training and soft technology transfer. It can also give their professional staff the opportunity to transfer to other markets. Firms can also join with like minded firms from other developing countries to form global networks that compete with the established service multinationals in niche markets. As the globalization of markets increases, it will become increasingly difficult for service firms to succeed without entering into some form of strategic alliance. However, as strategic alliances may develop into de facto industry standard-setters or price-setters - and thus will share the

potential to erect new entry and access barriers there is a need to pay particular attention to the design and development of national and international competition policies.

25. There is a need for measures to discipline anti-competitive behavior. This would involve the development of national competition rules as well as multilateral mechanisms to strengthen cooperation amongst competition authorities to deal with transfer pricing, exclusive dealing arrangements, alliances and export cartels. The expert meetings on tourism and transport recommended adoption of an annex on tourism services and a reference paper on transport to provide for competition safeguards along the lines of the basic telecommunications Reference Paper.

D. Electronic commerce

26. Advances in information technology have facilitated the tradeability of services and provided enterprises in certain countries with competitive advantages in the world market. The development of telecommunications networks and information technology and its declining costs mean there are opportunities to develop new competitive strengths by "unbundling" the production and consumption of information-intensive activities (e.g. computing, research and development, inventory management, quality control, accounting, legal services, marketing, advertising, and distribution), and by externalization of these activities and international out sourcing. The Internet is also changing market structures and sometimes eliminates the need for intermediaries. New distribution channels or "infomediaries", are already influencing trade.

27. Presently only a few developing countries are using the Internet to access foreign markets to supply services. For the time being, developing countries are mainly consumers of Internet-based services. Many developing countries suffer from an inadequate infrastructure for electronic commerce and from a lack of access to information technology. The cost of such infrastructure is an important barrier to export expansion. Other reasons for not using the Internet for transactional purposes are the lack of awareness among companies from developing countries' of the relevance of the digital economy, as well as the high cost of setting up a good-quality website. Attention needs to be paid to the impact of competition, particularly competition from the dominant brand names of developed countries, on the market access of SMEs from developing countries. These SMEs suffer from low levels of productivity, poor product quality and lack of access to credit and training, but nevertheless have a crucial role to play in generating employment. The impact of capital outflows from developing countries as a result of electronic commerce also requires further attention. For developing countries to benefit from the opportunities offered by electronic commerce, it is important that the provisions in GATS articles IV and XIX.2 and the provision on technical and financial cooperation in the Annex on Telecommunications are faithfully implemented.

28. A substantial range of transactions carried out by electronic means is already covered under GATS. The main advantage offered by electronic commerce in services is that it permits persons in

developing countries to offer their skills in world markets without having to leave their own countries, thus benefiting from what has been termed a low-cost/high-tech comparative advantage. The Internet will also permit them to advertise their services. It should be noted, however, that if supply through the cross-border mode is preferred to commercial presence, this could reduce the flow of FDI, the transfer of technology and management techniques, and employment opportunities. It could also lead to demands by foreign firms to seek a right of non-establishment (as provided for in the North American free Trade Agreement).

29. The Internet provides developing countries with the opportunity to obtain hitherto inaccessible and unaffordable information, and the resulting transfer of know-how could stimulate the expansion of their exports of services. Efforts need to be made to ensure that the access of developing countries to transborder data flows is not constrained, as information constitutes an increasingly important factor of production.

30. One area of concern is the difficulty in determining exactly where a transaction has actually taken place, which raises a number of jurisdictional issues. These issues can pose particular problems for developing countries, given that they have weak regulatory frameworks and lack enforcement capacity. There is a need to develop international mechanisms to regulate and harmonize transborder legal questions and provide for competitive safeguards against the creation of monopolies.

E. Access to information and transfer of technology.

31. As mentioned above, Information constitutes an increasingly important factor of production. The information asymmetry between developed- and developing-country suppliers is particularly marked in services, and ways need to be found to improve the access of suppliers from developing countries to information. Internet-based electronic commerce is an important feature of a technology-based economy driven by the dynamic gains of technological leadership. While developing countries face major barriers in accessing technology, the technological leadership of the developed countries could result in consolidating the dominant market position of the present market leaders. For example, the wider diffusion of information technology in the construction and engineering design industry would be particularly important in increasing developing countries' capacity to export. The weakness of developing countries in engineering design stems from knowledge-intensive nature of the service and the importance of information technology in its production and delivery. This technology has made savings in time and labour possible, mainly in developed countries, and allows users to adjust quickly to changing market conditions. As a result, engineering design has become far cheaper, faster and more accurate. However, investing in information technology is a costly and risky undertaking, owing in part to its capital requirements, the proliferation of standards and the rapid obsolescence of systems.

F. Impact of l' zation

32. The liberalization of trade in services, notably through the commercial-presence mode of supply, can make a major contribution to the achievement of developmental and social goals. However, certain conditions must usually be met if liberalization is to have a positive impact. Liberalization commitments need to take fully into account the particularities of the service sector in the country concerned and the relationships between sectors. An adequate regulatory structure has to be in place for prudential purposes, to ensure respect for technical standards, professional qualifications, and so on. It has been clearly shown that the liberalization of the financial services sector should be preceded by the implementation of sound prudential legislation and macroeconomic policies. In the health sector, the presence of foreign suppliers can strengthen or weaken the health-care system depending on the structure of the domestic health system and related insurance sector. In the environmental services sector, foreign suppliers can make a positive contribution to the protection of the environment if technically adequate, enforceable legislation is in place, and obviously if the developing country concerned can afford to pay for such imported services. The development of tourism may not have a positive impact on a country's economy if it is not integrated into the local economy and if leakage is significant. The process under article VI of GATS of developing disciplines to ensure qualification requirements and procedures, technical standards and licensing requirements do not constitute unnecessary barriers to trade in services, is of considerable importance in ensuring that the benefits of liberalization commitments on the national economy are maximized. Decisions as to where to make such commitments should take into account the possible social developmental or environmental "dividends" of liberalization.

G. Data base on measures affecting services trade (MAST)

33. UNCTAD was requested[2] to develop MAST as a means of promoting transparency among trading partners in the area of services. MAST is designed to provide negotiators, policy makers, businessperson and academics with user friendly to legal information on measures applied to services as defined by GATS. The information is structured according to (ai) the country that applies the measure, (b) the services sector or subsector affected by the measure, as defined by the GATS classification and the Central Product Classification, (c) the mode of supply affected, and (d) the type of measures used, as defined in GATS article VI, on domestic regulations, article XVI, on market access and article XVII, on national treatment. MAST is available on CD, with a set of Windows applications, and soon it will be possible to download it from the UNCTAD website.

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[2] Item 2(b) of the Work Programme of the Standing Committee on Developing Services Sectors: Fostering Competitive Service Sectors in Developing Countries called upon the Committee to collect and disseminate information on measures, including laws and regulations affecting the access of services and service suppliers to world markets.

34. The database is in an experimental phase. It contains more than 2,000 records on national laws and regulations from 90 countries. The software is available to all interested Governments that wish to process their national laws. Some regional groups have used MAST as a common database as they proceeded with the of mutual liberalization of services. MAST complements the existing WTO database on commitments, in that it covers all measures and sectors, not only those subject to commitments in GATS, and identifies the law or regulation involved. MAST has been demand driven and thus contains more information on those countries or subregional groupings that have used it for their own purposes. There are therefore major gaps in its country coverage. The UNCTAD secretariat intends to seek the views of States members of UNCTAD at the next session of the Commission on Trade in Goods and Services, and Commodities, in September 1999, on how best to fill these gaps.

ANNEX
SELECTED DOCUMENTS ON SERVICES PREPARED BY THE UNCTAD SECRETARIAT:

Date	Title	Symbol
15 April 1999	Air transport services: she positive agenda for developing countries	TD/B/COM.1/EM.9/2
4 May 1999	Legal dimensions of electronic commerce	TD/B/COM.3/EM.8/2
21 Sept. 1998	Implications for trade and development of recent proposals to set up a global framework for electronic commerce	TD/B/COM.3/17
24 July 1998	Scope for expanding exports of developing countries in specific services sectors through all GATS modes of supply, taking into account their interrelationship, the role of information technology and of new business practices	TD/B/COM.1/21
27 July 1998	Statistical annex	TD/B/COM.1/21/Add.1
15 May 1998	Electronic commerce: legal considerations	UNCTAD/SDTE/BFB/1
12 May 1998	Strengthening capacities in developing countries to develop their environmental services sector	TD/B/COM.1/EM.7/2 12
1998	Market access: developments since the Uruguay Round, implications, opportunities and challenges, in particular for the developing countries and the least developed among them, in the context of globalization and liberalization.	E/1998/55
1998	International trade in health services: a development perspective	UNCTAD/ITC/D/TS B/5
2 April 1998	International trade in tourism-related services: issues and options for developing countries	TD/B/COM.1/EM.6/2

Date	Title	Symbol
7 April 1997	International trade in health services: difficulties and opportunities for developing countries	TD/B/COM.1/EM.1/2
2 Sept. 1997	Ways and means for improving the opportunities for the expansion of exports of goods and services from developing countries	TD/B/COM.1/13
1996	Strengthening the participation of developing countries in world trade and the multilateral trading system	TD/375/Rev. 1
6 March 1996	Services and the environment	UNCTAD/SDD/SER/6
25 Sept. 1995	Information on the temporary migration regime (laws and implementing regulations) in force in selected developed countries	UNCTAD/SDD/SER/7
28 July 1995	Ways of enhancing access to and use of information networks and distribution channels	TD/B/CN.4/42
31 July 1995	Impact of progressive liberalization and of service imports on the development of competitive services sectors, and the difficulties faced by developing countries which prevent them from increasing their participation in world trade in services	TD/B/CN.4/43
August 1994	The outcome of the Uruguay Round: an initial assessment. Chapter VII: General Agreement on Trade in Services	UNCTAD/TDR/14 (Supplement)
4 October 1993	The impact of subsidies on trade in services	UNCTAD/SDD/SER/3
15 Sept. 1993	The concept of services trade statistics	UNCTAD/SDD/SER/1
14 Sept. 1993	Harmonization and recognition of professional qualifications	UNCTAD/SDD/SER/2

Date	Title	Symbol
7 Sept. 1993	The collection and dissemination of information on measures, including laws and regulations, affecting the access of services and service suppliers to world markets, including consideration of the possibility of setting up a computerized database (database on measures affecting service trade)	TD/B/CN.4/26
3 Sept. 1993	Temporary movement of persons as service providers	TD/B/CN.4/24
27 August 1993	Fostering competitive services sectors: a comparative analysis of services sectors in developing countries	TD/B/CN.4/23
1996, 1997, 1998	World Investment Report (WIR)	UNCTAD/ITE/ITT 5 UNCTAD/DTCI/32 UNCTAD/WIR/1998
	Directory of the World's Largest Service Companies, Series I, December 1990 (Moody's Investors Service, United Nations Centre on Transnational Corporations	Series I, Dec. 1990